

Wausau, September 28

Hereford and Hops
2305 Sherman Street
Wausau, WI 54401
phone (715) 849-3700
www.herefordandhopswausau.com
From US-51 N, take exit 191 (Sherman Street).



Pewaukee, September 29

Comfort Suites Lake Country
N14 W24121 Tower Place
Pewaukee, WI 53072
phone (262) 506-2000
From I-94, take exit 294 (Hwy J), go 1/2 block
North to Tower Rd, turn left to hotel.

Confirmation and additional location information will be sent to registrants. If you have questions, contact Stanley Pfrang by phone at (608) 267-0639 or by e-mail at spfrang@commerce.state.wi.us.

This program is made possible by the sponsorship and cooperation of:

Wisconsin Department of Commerce;



Wisconsin Department of Agriculture, Trade and Consumer Protection;



Mid-America International Agri-Trade Council;



Council of Great Lakes Governors Canadian Trade Office;

UW-Stevens Point Small Business Development Center;



Waukesha County Technical College; and



Wausau Region Chamber of Commerce

commerce.wi.gov
Wisconsin
Department of Commerce
Division of International and Export Services
201 West Washington Avenue
Madison, WI 53703



Exporting to Canada: Beginning on Your Doorstep

**Fast paced, one-day workshop
that will provide you with
the basics and the details
to successfully export to Canada**

**Wednesday, Sept. 28, 2005 - Wausau
Thursday, Sept. 29, 2005 - Pewaukee**



Canada is Wisconsin's best international customer and the destination for over one-third of the state's exports. Because of its market size, proximity, and similar business culture, it is usually the first international market that beginning exporters tackle.

However, Canada is definitely a different country and there are issues to study and address before trying to do business there.

If you ...

✿ are currently selling domestically, but want to start exporting,

✿ have made a few sales to Canada, but want to sell more,

✿ have been selling to Canada for years, but think you could be doing it more efficiently,

✿ want to make sure that your export process complies with existing U.S. and Canadian regulations,

... this seminar is right for you!

Speakers are coming from:
Canada Revenue Agency
Canada Border Services
Wisconsin Trade Office in Toronto
and the private sector

Exporting to Canada: Beginning on Your Doorstep

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8:00 am	Registration
8:30 am	Introductions
8:45 am	Why Canada is the Market for Beginners Market Overview Differences between US and Canada Catalog/internet sales Payment options Labeling requirements
9:30 am	Delivery Options and Documentation Courier Company Fleet Hired Transport
10:15 am	Break
10:30 am	The Process of Goods Crossing the Border Carrier Paperwork to follow Release Accounting
11:15 am	Tariffs & Other Taxes Tariffs Goods and Services Tax (GST) Non-resident Importer Status
Noon	Lunch
1:00 pm	Business Trips to Canada
1:45 pm	Need a NAFTA Certificate of Origin? Determining your HS code Are MFN and NAFTA rates the same? How to meet NAFTA rules of origin
2:30 pm	State of Wisconsin and MIATCO Export Promotion Services
3:00 pm	Adjourn & Networking with speakers

Registration Details

Name _____

Title/Position _____

Company/Organization _____

Address _____

City, State, ZIP _____

E-mail Address _____

Phone Number _____

Fax Number _____

Choose location and date:

Wausau, Sept. 28 _____ Pewaukee, Sept. 29 _____

Cost:

\$50 - includes seminar sessions, additional take home reference material, and lunch.

More Info/How to Register:

For more information on the Canadian market or to register, contact Stanley Pfrang at the Wisconsin Department of Commerce - phone: (608) 267-0639, fax: (608) 266-5551, spfrang@commerce.state.wi.us.

You can pay on-site the day of the event.
Make checks payable to "WI Dept. of Commerce."

Registration Deadline: Thursday, September 22.
Day-of-event registration cannot be guaranteed as space is limited. Cancellations required 72 hours in advance.